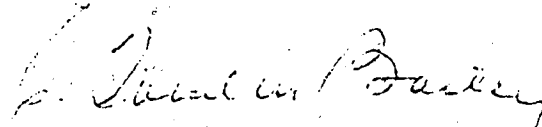


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ACTION			DEPARTMENT OF STATE			74612		
200-10			AIRGRAM			17 19		
A-100			UNCLASSIFIED			FOR DEPT. USE ONLY		
NO.			HANDLING INDICATOR					
TO : DEPARTMENT OF STATE			INFO : BONN			DATE: March 19, 1964		
FROM : Amconsul HAMBURG			SUBJECT: EXPORT: Representative of U.S. Firms Requests Expeditions Export Licenses to Enhance Sales Volume.			REF :		
FOR COMMERCE			9030625					
Enclosed in reproducible form is a copy of a letter from Impulsphysik G.m.b.H. expressing concern that U.S. export licenses identifying this firm as the consignee may be delayed because of investigative procedures and that sales may be lost through such delays.								
Impulsphysik is well known to the Consulate General as an important distributor of American products. The firm has a good reputation, and has never been known to have engaged in commercial malpractices nor in practices that might be considered inimical to U.S. interests.								
The Consulate General brings this matter to Commerce's attention with the request that the issuance of export licenses not be delayed unless there is strong evidence of malpractice that requires investigation.								
DECLASSIFIED AND RELEASED BY CENTRAL INTELLIGENCE AGENCY SOURCES/METHOD/EXEMPTION 3B2B NAZI WAR CRIMES DISCLOSURE ACT DATE 2006			 E. Tomlin Bailey American Consul General					
Enclosure: Copy			UNCLASSIFIED			FOR DEPT. USE ONLY		
FORM 100-323			3/19/64			<input checked="" type="checkbox"/> In <input type="checkbox"/> Out		
Dated by: WCR:tes:gt			Circulate and Classification Approved by:					
Clearance:								

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Encl.
A-1
from Hamburg

American General Consulate
Att. Mr. Consul W. Courtlandt
Rheins

TRAPZELSPHYSIK
DR.-ING. FRANK DRÄGER TROH.
100, Schildorfer Landstrasse
2 Hamburg-Kiesen

2 Hamburg 36
Alsterufer 27

March 17, 1964
36/Sr.

Dear Sir,

We represent since several years a number of American firms,
particularly for the Federal Republic of Germany, particularly
for the Common Market and some of them for Continental Europe.
These firms are

MIRCHFIELD INTERNATIONAL
515 Madison Avenue, New York 22, N.Y.

MASER OPTICS Inc.
59 Brighton Ave., Boston 54, Mass.

STL-Products
139 Illinois Street, El Segundo, Calif.

WELDMATIC, Division of Unitek
950 Royal Oaks Drive, Monrovia, Calif.

ELECTRO-OPTICAL INSTRUMENTS, Inc.
922, South Myrtle Ave., Monrovia, Calif.

VANGUARD INSTRUMENT CORPORATION
20 W. Centennial Ave., Roosevelt, L.I.N.Y.

D.B. MILLIKEN Company
131 North Fifth Ave., Arcadia, Calif.

RED LAKE LABORATORIES, Inc.
564 San Xavier, Sunnyvale, Calif.

We have made hard efforts to boost the sales of all these
products. Normally we invest between 320.000.- and 40.000.-
every year, only for exhibitions, advertising and building-up
public relations.

We are selling these products over a network of local re-
presentatives. These representatives are high-level scientists

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or engineers in the field of High Speed Photography or High Speed Pulse Technology.

Since round about 6 months we have permanent trouble in regard of time of delivery. All the firms, whom we represent, are informing us that it needs extremely long time, often 2 - 3 months, to get an export licence for forwarding American products to us. Due to this delay, we often loose customers, as most of our customers are research institutes or Universities or other research places, f.i. from the Ministry of Defence. Punctual delivery, as promised, is very important, due to budget questions.

We have got the impression, that there must exist a "grey" list, on which perhaps our name has been put on, but we do not know the reason. Therefore, we want to ask for help, in order to clear all things up.

Perhaps American competitors - competitors of firms we represent -- have told something about us, which is not correct.

As we are highly specialized in the field of Impulse Technology and High Speed Photography, we intend to work with high activity also in future with regard to the importation of American products, as we are able to make the service and have discussions in scientific way with prospective customers.

It is neither in the interest of the American manufacturers, nor in our interest, that any delay is caused in the delivery. All business is handled that way, that we send the end-user statement together with the German Import licence to the American company, together with our order, respectively a few days after we have sent our order. Therefore, it is very easy to follow up the way of every delivery to the end-user, viz. our customer.

We hope that you can help us to clear up this case with the competent US offices, so that in future there will arise no further difficulties in granting the US export licences.

Thanking you in advance for your kind co-operation and your attention in this matter.

Sincerely yours,
IMPULSPHYSIK G.m.b.H.

Dr.-Ing. Frank Frängel

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